

Pricing is available upon request.

Quotes inquiries or requests can be directed to your
Enwork Sales Rep, or designteam@enwork.com
Reference “products and pricing per OMNIA
Partners (Contract #)

Section A | Products/ Pricing

i. Offerors shall provide pricing based on a discount from a manufacturer's price list or catalog, or fixed price, or a combination of both with indefinite quantities. Offeror may offer their complete product, and service offering as a balance of line. Prices listed will be used to establish the extent of a manufacturer's product lines, services, warranties, etc. that are available from Offeror and the pricing per item. Multiple percentage discounts are acceptable if, where different percentage discounts apply, the different percentages are specified. Additional pricing and/or discounts may be included. Products and services proposed are to be priced separately with all ineligible items identified. Offerors may elect to limit their proposals to any category or categories. The discount proposed shall remain the same throughout the term of the contract and at all renewal options.

Enwork is submitting the full V19 Commercial Pricelist, which includes all commercially available products. Our price list includes (45) product collections and is comprised of over (500) pages.

ii. Include an electronic copy of the catalog from which a discount, or fixed price, is calculated. Electronic price lists must contain the following: (if applicable)

- **Manufacturer part #**
- **Offeror's Part # (if different from manufacturer part #)**
- **Description**
- **Manufacturers Suggested List Price and Net Price**
- **Net price to Region 4 ESC (including freight)**

Submitted price list must include the Offerors' company name, name of the solicitation, and date.

All prices include freight when orders are over \$1,500 net.

Discounts are by order size, as follows:

\$0 - \$30,000 list: 60%
\$30,001 - \$60,000 list: 60%
\$60,001 - \$120,000 list: 63%
\$120,001+: 65%

iii. List the category or categories you are offering.

- Systems Furniture
- Freestanding Furniture
- Filing Systems, Storage and Equipment
- Technology and Esports Support Furniture
- Library Furniture

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- Cafeteria Furniture
- Learning Spaces Furniture
- Audio/ Visual Furniture
- Educational Office Furniture
- Career/ Technical Education Furniture
- Related and Ancillary Products, Accessories, and Solutions (quick ship)

iv. Is pricing available for all products and services?

The provided discount tier applies to all products in the V.19 commercial pricelist.

v. Furniture Offerings: New, Used, Parts, Accessories, Service and Repair, Trade Ins, Leasing/Financing and provide pricing structure for each of these items.

Enwork only offers new made to order products.

vi. What is the ability to provide custom or special orders furniture products? Include catalogs and any fees related to customs or special orders.

From show-stopping conference tables to desks with never-before-seen functionality, Enwork Studio exists to answer your specific needs. Whether you're interested in a fully custom design or want to explore innovative materials and technology, we're here for projects large and small.

Enwork Studio is supported by talented designers, engineers, and materials experts. One of our most recent Studio success stories came through Del Mar College (OMNIA customer). They had multiple classrooms with custom Enwork furniture. This project was driven through the OMNIA contract.

Please note there are no additional fees utilizing the Enwork Studio team and customer furniture procurement process. Enwork Studio Page: <https://www.enwork.com/studio-services>

Example of an OMNIA project that went through the Enwork Studio Team:

- Custom Zori Student Desk | Del Mar College - 2022



vii. Describe any minimums order quantities or fees.

Orders less than \$1500 net are assessed a \$150 net freight fee

viii. Describe ordering methods, tracking, and reporting.

Ordering Methods/ Tracking

All orders are entered into an ERP system. This system is used to track all information found on a purchase order, schedule production, management inventory, and generate invoices. The system is incredibly robust, and we take great pride in the accuracy of the information.

Enwork's on time delivery rate for 2024 is over 97%. This has been a reliable % for Enwork for some time. Orders over \$60,000 net receive extra attention through our Executive Sponsored Major Order team, which meets twice per week to ensure successful delivery of large/ or high-profile projects.

Reporting

Enwork has a contract team comprised of an Inside Sales Manager and Customer Care Lead in addition to the team members in our finance and accounting departments. These team members work together to ensure all orders are processed with accurate pricing / discounting information and align with any intricacies relative to the purchasing contract.

All contract orders are processed with a Special Price Agreement (SPA) number, which is applied at time of order, and always associated with orders as they are processed. This also allows Enwork to search for all orders that are part of the contract, run sales reports, and pay the appropriate administrative fees. The SPA number is included on all contract summary documents and is something our sales reps and dealers are in the habit of using. Enwork accepts orders from only two ways, dealers, and end-users.

ix. Describe any shipping charges.

i. Describe delivery charges along with definitions for: RFP Page 13

1. Dock Delivery

2. Inside Delivery

3. Deliver and Install

Pricing and discounting includes shipping and Dock Delivery. Inside Delivery and Installation is to be quoted by the servicing dealer.

x. Provide pricing for warranties on all products and services.

Exclusive 12 Year Limited Warranty

Enwork warrants that the goods shall be free from defects in materials or workmanship for a period of twelve (12) years except as follows. Chairs are warranted for single shift, standard commercial usage, defined as a standard 8-hour work day, five days a week, when the product is used by a person weighing less than 250 lbs, unless otherwise noted. Proxi Electric bases are warranted for a period of seven (7) years. Taper edge (contour laminate) worksurfaces, lighting, height-adjustable tables, monitor arms, electrical components, pneumatic cylinders, locks, drawer slides, and glides are warranted for a period of five (5) years. Casters are warranted for a period of one (1) year. There is no warranty for "self-edge" chipping or peeling, or on refrigerators.

Upholstery fabrics, vinyl, and polyurethanes are warranted from defects in material and workmanship for five (5) years except for Pixley, Milan, Capri, Ardi, Reko, and Monaco chairs which are warranted for three (3) years. Customer's own materials (COM) are not covered by this warranty. Consult with upholstery materials suppliers for performance criteria and suitability of individual materials. Textiles and laminates are sold subject to minor variations of color. Since textiles

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vary in weave, thickness and memory, some creasing and/or gathering may occur during the upholstery application process. Because leather is a natural product, variations of texture are common and should be expected.

This warranty excludes any type of misuse, abuse, as well as ordinary wear and tear.

Pursuant to this warranty, if a product fails under ordinary use as a result of a defect in materials or workmanship, Enwork will, at its option, (a) repair the affected product at no charge, (b) replace the affected product at no charge with a new or refurbished product of comparable function, performance, and quality, or (c) refund the original purchase price for the affected product if repair or replacement is not commercially practicable or cannot be completed in a timely manner. This warranty applies solely to the original Buyer with the period starting on the date of shipment, and only for products shipped to and sold for use in the U.S. and Canada. This is Enwork's sole and exclusive warranty, and the Buyer waives all others.

The foregoing warranty shall not apply to damage caused under the following circumstances: (a) damage caused during shipping (this will be handled under separate terms); (b) modifications or attachments to the product that are not Enwork approved; (c) products that were not installed, used or maintained in accordance with product instructions and normal industry practice; (d) products used for rental purpose; (e) damage caused by misapplication of cleaning product; (f) natural variations in wood grain, color, texture, figure, or the presence of character marks; or (g) changes in surface finishes due to aging or exposure to light; or (h) damage, marking, or staining of veneer surfaces due to contact with rubber or similar compounds, damage from sharp objects, or imprinting from writing instruments. If a damaged product is repairable, Enwork may, at its option, permit the Buyer to repair the item and Enwork will issue a credit to the Buyer in accordance with Enwork's repair allowance schedule.

Warranty Disclaimer. Enwork expressly and unconditionally disclaims any and all warranties, express or implied, including but not limited to any warranties of fitness for a particular purpose or merchantability, or warranties based on oral representations from Enwork's personnel or agents, affirmations, models, drawings, samples, promotional literature whether in print, on the internet or in any other format or media.

Limitation of Liability. Enwork's maximum cumulative liability to buyer shall not exceed the purchase price of the goods claimed defective. In no event shall Enwork be liable for any indirect, incidental, special or consequential damages of any type or kind, including but not limited to lost profits, lost business opportunities or lost goodwill, relating to the goods sold hereunder, their installation or use, whether in contract, tort pursuant to statute or otherwise, even if Enwork has been advised of the possibility of such damages.

Indemnity. Buyer shall indemnify and save Enwork harmless from and against all claims of any type or kind for personal injury or property damage, including all costs and attorney's fees, made or alleged as a result of Buyer in any way or manner incorporating or installing any item purchased herein into another product manufactured, assembled, sold or marketed by Buyer.

No Design or other services provided. This agreement involves the sale of goods only. Buyer does not hire Enwork to perform any design services or for the production of any drawing or other media relative to the goods sold pursuant to this Agreement or Buyer's end product. To the extent that Enwork offers any advice or produces any drawings or other media, Enwork does so as a courtesy to the Buyer and Buyer agrees that it will not rely on such advice, drawing or other media and Enwork shall not be liable for any matter arising from such advice, drawings or other media. Buyer shall have no recourse against Enwork for any services of any type or kind. Buyer shall be solely and exclusively responsible for use and/ or installation of all items purchased herein. The items sold herein are based on Buyer's descriptions and Buyer bears sole responsibility for ensuring that the products sold meet Buyer's needs and expectations and are suitable for Buyer's intended use. Enwork is not responsible for Buyer's inaccurate or inadequate design or Buyer's furnishing of incorrect information.

Correction of Errors. Enwork shall have the right to correct any errors, whether clerical or mathematical, which are contained in this Agreement or any term sheet or invoice.

Disputes. All disputes of any type or kind, shall be determined by a court of competent jurisdiction which is situated in Kent County, Michigan. Buyer irrevocably consents to such exclusive venue and jurisdiction.

Miscellaneous. Buyer shall not assign any rights under this Agreement without the prior written consent of Seller. Failure to exercise any rights under this Agreement shall not constitute a waiver and a waiver on one occasion will not

constitute a waiver of the same item on any subsequent occasion. No waiver or amendment to this Agreement shall be effective unless it is in writing and signed by authorized representatives of both parties. Paragraph headings are for reference only and are of no legal force or effect. All notices shall be provided to the addresses set forth in this Agreement and if none is provided, to the party's resident agent in the state of incorporation or organization. This Agreement shall be governed by the law of the State of Michigan without regard to any conflicts of law principles. Wherever possible, all terms shall be interpreted consistently. In the event of a conflict with regard to price, payment terms or delivery, the typed provisions on a separate or attached term sheet shall control over the printed provisions on this Agreement. For any other conflict, these Terms and Conditions shall control. No usage in trade shall create a conflict with the terms of this Agreement. Seller reserves the right to correct any typographical errors anywhere in this Agreement. A facsimile signature or a legally valid electronic substitute for a signature shall bind Buyer. If any provisions are determined to be unenforceable, the remainder of the Agreement shall remain in full force and effect.

Entire Agreement. This is the complete and exclusive statement of the terms and conditions relating to the subject matter of this Agreement and all negotiations and representations, if any, made prior to the execution of this Agreement are merged into this Agreement. Seller shall not be bound by any agent's or employee's representations, promises, or inducements not set forth in this writing unless such representation, promise or inducement is set forth in writing, dated subsequent to this Agreement, and signed by an authorized officer of Seller.

xi. Describe any return and restocking fees.

Return

Defective Products Enwork may request samples, photos, or videos demonstrating the defect. No merchandise shall be returned or scrapped without prior approval from Enwork. All unauthorized returns may be refused by Enwork and returned to the customer. Credit or reimbursement will be issued for the original purchase price or a replacement will be sent. Enwork reserves the right to request the return of any or all defective products. Enwork also reserves the right to repair defects in the field with an Enwork-provided repair team

Credit for Returned Goods Credit will not be honored for returned merchandise until all returned goods have been checked by the Enwork Quality Control Division and confirmed to be defective

Restocking

Change or cancellation requests must be made in written form. Orders may not be changed or canceled without the written consent of Enwork. It's always best to contact Enwork immediately if a change or cancellation is being considered. Changes or cancellations are subject to the following fees.

> Orders shipping within 7 business days that include built-to-order products, are subject to charges equal to 100% of each order line.

> Orders shipping more than 7 business days: Dealer will be responsible for any manufacturing costs incurred as well as a \$250 (net) change/restock fee. Dealer will be responsible for any manufacturing costs incurred as well as a \$250 (net) change/restock fee

xii. Describe any additional discounts, special offers, promotions, or rebates available. Additional discounts or rebates may be offered for large quantity orders, single ship to location, growth, annual spend, guaranteed quantity, etc.

Discounts are by order size, as follows:

\$0 - \$30,000 list: 60%

\$30,001 - \$60,000 list: 60%

\$60,001 - \$120,000 list: 63%

\$120,001+: 65%

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For orders over \$250,000 list, additional discounts are available. Discounting will be based on product mix, ship-to location, and overall project timing. Please contact Brandon Reame, VP Sales & Marketing or George Kudwa, Inside Sales Manager for more information.

Brandon Reame: Mobile: 616.510.0578 | bream@enwork.com.

George Kudwa: Mobile: 616.600.3083 | gakudwa@enwork.com

xiii. Describe how customers verify they are receiving Contract pricing.

Contract discounting is publicly available at <https://www.enwork.com/resources/contracts/omnia>. Additionally, the Enwork Customer Care and Sales Teams are authorized to provide this information. Contract pricing will also be verified and reflected on purchase order acknowledgements. Enwork Sales Reps and Dealers have a summary document that clearly articulates these details.

xiv. Describe payment terms and methods offered. Indicate if payment will be accepted via credit card. If so, may credit card payment(s) be made online? Also state the Convenience Fee, if allowable, per the Visa Operating Regulations.

Enwork invoices orders once the product has shipped. Standard terms are NET 30. Payments are accepted via ACH, check and credit card. Enwork does not accept credit card payments online. There is a convenience fee of 3%.

xv. Propose the frequency of updates to the Offeror's pricing structure. Describe any proposed indices to guide price adjustments. If offering a catalog contract with discounts by category, while changes in individual pricing may change, the category discounts should not change over the term of the Contract. Updates may no be more frequently than quarterly.

Enwork reviews and adjusts list pricing every 12-18 months, or as economic conditions change. In order to offer consistently competitive pricing, Enwork adjusts list prices by model number, instead of a flat % increase. As such, a new commercial pricelist is launched to reflect these changes.

While Enwork will not change the sales discount percent during the term of the contract, it is our intent that the most current commercial pricelist is always offered on contract.

xvi. Describe how future product introductions will be priced and align with Contract pricing proposed. What is the proposed frequency for new product introductions?

Future products will follow the same discount tiers.

Enwork prides itself on rapid product development. Over the past three years Enwork has introduced 13 new product collections.

1. Cayman Private Office
2. Ligouri Private Office
3. Rogue Private Office
4. Odyssey Conference Table
5. Expanse Conference Table
6. Foundation Tapered Drum
7. Foundation Ex Conference Table

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8. Kinsey Occasional Table
9. Oh Hey! Occasional Table
10. Universal Laptop Table
11. Tangent Occasional Table
12. Kinsey Occasional Table
13. VOI Conference Tables

xvii. Are repurpose or end of life programs offered? If so, explain the process.

Not available

xviii. Are product loaner programs available? If so, explain the requirements.

Not available

xix. Describe experience with Prevailing Wage and Bacon-Davis.

Enwork relies on dealers and local installers to manage prevailing wages and Davis/Bacon requirements at the local level.

xx. Provide any additional information relevant to this section.

Not to Exceed Pricing.

Region 4 ESC requests pricing be submitted as not to exceed pricing. Unlike fixed pricing, the Contractor can adjust submitted pricing lower if needed but, cannot exceed original pricing submitted. Contractor must allow for lower pricing to be available for similar product and service purchases. Cost plus pricing as a primary pricing structure is not acceptable.

Special Offers/Promotions

In addition to decreasing prices for the balance of the Contract term due to a change in market conditions, Contractor may conduct sales promotions involving price reductions for a specified lesser period. Contractor may offer Participating Agencies competitive pricing which is lower than the not-to-exceed price set forth herein at any time during the Contract term and such lower pricing shall not be applied as a global price reduction under the Contract.

Federal Funding Pricing

Due to products and services potentially being used in response to an emergency or disaster recovery situation in which federal funding may use, provide alternative pricing that does not include cost plus a percentage of cost or pricing based on time and materials; if time and materials is necessary, a ceiling price that the contract exceeds at its own risk will be needed. Products and services provided in a situation where an agency is eligible for federal funding, Offeror is subject to and must comply with all federal requirements applicable to the funding including, but not limited to the FEMA Special Conditions section located in the Federal Funds Certifications Exhibit.

Section D | Value Add

i. Provide any additional information related to products and services Offeror proposes to enhance and add value to the Contract.

- **Ease of Specification** - Enwork's knowledgeable design team (14 members) quotes any product on contract, and provides a detailed product quote/specification, a rendering, and CAP symbols. Enwork products are found on MyResourceLibrary, CAP/GIZA, Project Matrix and CET.
- **Quick Lead times** – Enwork offers a variety of tabletop materials from glass to quartz. Lead times are better than industry average. Overall, lead-times range from 10 days to 8 weeks. Every standard product is available at 8 weeks or less.
- **10 – Day Quick Ship Program** – Enwork offers a 10-day quick ship program. From conference, cafe, and training tables to lecterns, mobile peds, and power accessories, Enwork's Quick Ship Program ships popular products in 10-days or less. The comprehensive quick ship program includes all standard laminates and paint finishes, in table sizes up to 144". No sacrifices here; just the product you need when you need it
- **Environmental Consideration**- All products pass SCS Indoor Advantage Gold for healthy indoor air quality.

ii. Furniture and related products not noted in categories can be included as a Value Add, include any fees such as installation, delivery options, setup/cleaning, design/layout, custom, special orders, etc.

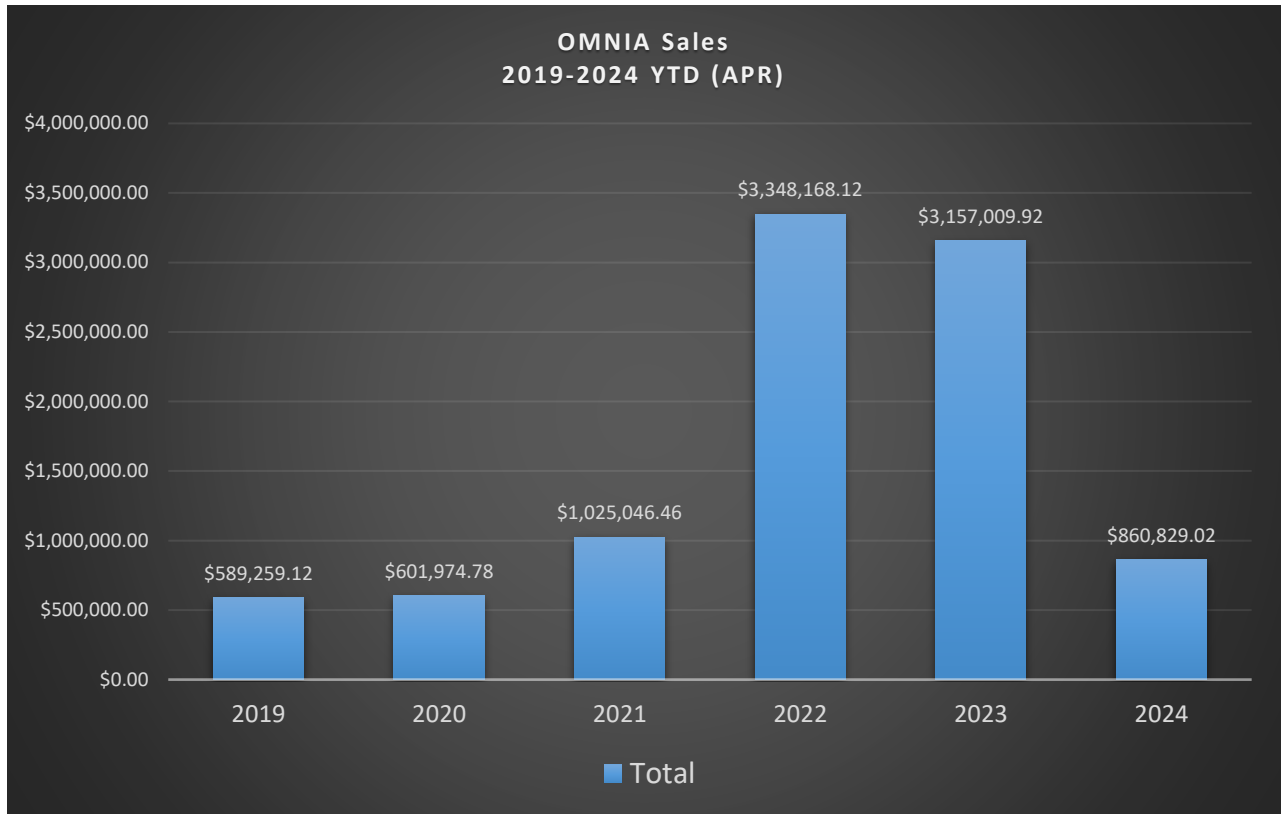
3. Competitive Range: It may be necessary to establish a competitive range. Factors from the predetermined criteria will be used to make this determination. Responses not in the competitive range will not receive further award consideration. Region 4 ESC may determine establishing a competitive range is not necessary.

Enwork is known to offer excellent design at incredibly competitive price points. In many cases dealers and end users come to Enwork to achieve a desired aesthetic at a price point that is lower than many companies in the industry. Providing incredible value is one of the hallmarks to Enworks position in the marketplace. We are often half the price of the industries high end brands and typically 20% lower than many of the aligned brands in the industry.

4. Past Performance: An Offeror's past performance and actions are relevant in determining whether or not the Offeror is likely to provide quality goods and services; the administrative aspects of performance; the Offeror's history of reasonable and cooperative behavior and commitment to customer satisfaction; and generally, the Offeror's businesslike concern for the interests of the customer may be taken into consideration when evaluating proposals, although not specifically mentioned in the RFP.

Enwork | OMNIA Sales Growth (2019 – 2024) – Please see chart below

- 2019 | \$589,259.12
- 2020 | \$601,974.78
- 2021 | \$1,025,046.46
- 2022 | \$3,348,168.12
- 2023 | \$3,157,009.92
- 2024 YTD (APRIL) | \$860,829.02



Examples of OMNIA projects:

Del Mar College

- Zori Training Tables | Zori Whiteboard | Zori Lecterns | [Zori Media Center](#) ([Enwork Studio/ Custom Product Solution](#))



Catholic University

- Product: Disc Bases, Affinity, Apex



Spokane Schools

- Product: Apex, Zori,



Yearly Product Launches:

2022

Cayman Private Office



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Ligouri Collection



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Full Ligouri Statement of Line

STATEMENT OF LINE



Seated Height Conference
H: 29"
D: 36", 42", 48", 54", 60", 66", 72"
W: 72", 84", 96", 108", 120", 132", 144", 156", 168", 180", 192", 204", 216", 228", 240"



Standing Height Conference
H: 42"
D: 42", 48", 54", 60"
W: 72", 84", 96", 108", 120", 132", 144", 156", 168", 180", 192", 204", 216", 228", 240"



Occasional
H: 18"
Round: 24", 30", 36", 42", 48"
Rectangle: 24"D x 36"W, 24"D x 48"W, 30"D x 60"W



Picnic Bench & Optional Cushion Sets
H: 18"
D: 16"
W: 60", 72", 84", 96"



Seated Touchdown
H: 29"
D: 24", 30"
W: 60", 72", 84", 96", 108", 120", 132", 144", 156", 168", 180", 192", 204", 216", 228", 240"



Standing Touchdown
H: 42"
D: 24", 30"
W: 60", 72", 84", 96", 108", 120", 132", 144", 156", 168", 180", 192", 204", 216", 228", 240"



X-Base
H: 29", 42"
Round: 30", 36", 42"
Square: 30", 36", 42", 48", 54", 60", 72", 84"



Credenza
H: 24", 31", 36", 40"
D: 18.5", 24"
W: 36", 48", 60", 72", 84", 96"



Mobile Beverage Cart
H: 34"
D: 18"
W: 36"



Hospitality Cart
H: 34.5"
D: 23"
W: 38"



Lectern
H: 49"
D: 24"
W: 28"



Shelving Unit
H: 40", 56", 72"
D: 17"
W: 36", 48"



Monitor Mast
(Table sold separately)
H: 72"
D: 4"
W: 54"



Freestanding Screen
H: 72"
D: 4"
W: 54"



Monitor Mount
H: 24"
D: 9"
W: 18"



Acoustic Monitor Mount Back Trim
H: 18"
W: 30"

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Big Tables Platform (Expanse, Odyssey, Foundation EX conference tables)



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Oh Hey! Occasional Table



Universal Laptop Table



Tangent Occasional Table



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Kinsey Dining Table



Foundation Tapered Drum



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Quantum Training Tables



Ligouri Private Office



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VOU Conference Tables



Rogue Private Office



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5. Additional Investigations: Region 4 ESC reserves the right to make such additional investigations as it deems necessary to establish the capability of any Offeror.